

# **Nutanix**

## **NCSR-LEVEL-1 Exam**

**Nutanix Certified Sales Representative (NCSR): Level 1 Exam**

**Questions & Answers**

**Demo**

# Version: 4.0

---

**Question: 1**

---

SMB customer says Nutanix Platform is too expensive. What value should you highlight?

- A. Nutanix simplifies the SMB environment and management console
- B. Nutanix averages above a 90% Net Promoter Score (NPS)
- C. Nutanix provides immediate ROI and TCO benefits
- D. Nutanix supports multiple hypervisors

---

**Answer: C**

---

---

**Question: 2**

---

Which scenario presents a Nutanix sales opportunity?

- A. A manufacturing customer revamping its SAP environment
- B. A manufacturing customer wants software to monitor their factory production
- C. A manufacturing customer wants the ability to regulate the physical security in its warehouse
- D. A manufacturing company wants to revamp its automation tools during the manufacturing process

---

**Answer: A**

---

---

**Question: 3**

---

A customer using multiple management interface to manage their infrastructure, which feature should you recommend?

- A. Acropolis
- B. AHV
- C. Calm
- D. Prism

---

**Answer: D**

---

---

**Question: 4**

---

HCI's rapid time to market is due to which features?

- A. There are fewer steps required for setup

- B. The setup process is the same as 3-tier but is highly automated
- C. Only part of infrastructure must be setup initially, the rest can happen later
- D. Fractional consumption leads to smaller POS that get approved quicker than large PO

---

**Answer: A**

---

---

**Question: 5**

---

IT team struggles to meet SLAs and not able to keep up with internal IT demand. How can Nutanix help?

- A. Predictive Operations could help the IT save time monitoring and troubleshooting
- B. Move to Acropolis Ultimate Licensing would help customer reduce management time
- C. Deploying Prism Central would make the customer's environment more secure
- D. Converting all nodes to flash would reduce maintenance requirements and costs

---

**Answer: A**

---